

Message Text

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15

ACTION EB-11

INFO OCT-01 EUR-25 EA-11 NEA-10 ISO-00 AID-20 CIAE-00

COME-00 FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07

OPIC-12 SPC-03 CIEP-02 OMB-01 SCEM-02 INT-08 NSC-10

SS-15 STR-08 CEA-02 L-03 H-03 PA-03 PRS-01 USIA-15

DRC-01 SCI-06 PM-07 /200 W
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R 090800Z OCT 73

FM AMEMBASSY TOKYO

TO SECSTATE WASHDC 7356

INFO AMEMBASSY ABU DHABI

AMEMBASSY BEIRUT

AMCONSUL HONG KONG

AMEMBASSY KUWAIT

AMEMBASSY LONDON

USMISSION OECD PARIS

USLO PEKING

AMEMBASSY TEHRAN

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E.O. 11652: N/A

TAGS: ENRG, JA, IR

SUBJECT: VISIT OF NIOC HEAD

REF: A) TEHRAN 6936

B) TEHRAN 5685

C) TOKYO 7335

1. DR. EGBAL, BOARD CHAIRMAN OF NATIONAL IRANIAN OIL CO. (NIOC)
ARRIVED IN TOKYO OCT 8 FOR EIGHT DAY VISIT TO JAPAN. ACCORDING TO
G. YOUSEFIANI, LOCAL NIOC REPRESENTATIVE, EGBAL, AS GUEST OF GOVERN-
MENT DURING FIRST FOUR DAYS OF VISIT, WILL CALL ON GOJ OFFICIAL
INCLUDING MITI MIN NAKASONE AND PERHAPS PM TANAKA, AFTER LATTER'S
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RETURN FORM MOSCOW. REMAINDER OF VISIT WILL BE DEVOTED TO

MEETINGS WITH PRIVATE

JAPANESE FIRMS WITH WHICH NIOC HAS BEEN ASSOCIATED.

2. YOUSEFIANI EMPHASIZED THAT EGBAL NOT HERE FOR DETAILED NEGOTIATIONS ON ANY PARTICULAR PROJECT BUT CAME IN RESPONSE TO LONG STANDING INVITATION BY GOJ AND PRIVATE FIRMS, PARTICULARLY MITSUI, WHICH HEAVILY INVOLVED IN RECENTLY INAUGURATED PETROCHEMICAL PROJECT IN IRAN.

3. YOUSEFIANI NOTED THAT TIMING OF VISIT WOULD UNDOUBTEDLY INFLUENCE CONTENT TO TALKS. JAPANESE STILL SEEMED VERY DISTURBED AND EXCITED ABOUT LARGE NATURAL GAS DEAL SIGNED BETWEEN TRANSCO (U.S.) AND NIOC ON SEPT 27 (TEHRAN 6936) ELIMINATING COMPETITION BY PHILLIPS/JAPANESE CONSORTIUM. ALSO, FACT THAT EGBAL COMING TO JAPAN DIRECTLY FROM PEKING WOULD CERTAINLY PROMPT QUESTIONS FROM JAPANESE EAGER FOR INFORMATION ON PRC OIL POLICIES, AND ON POSSIBLE IRAN-PRC COOPERATION ON OIL DEVELOPMENT, YOUSEFIANI BELIEVED.

4. COMMENT: AS REPRESENTATIVE OF COUNTRY WHICH SUPPLIES LARGEST SINGLE SHARE OF JAPANESE CRUDE OIL (35 PERCENT IN FIRST SIX MONTHS OF 1973), EGBAL CERTAIN TO RECEIVE WARM WELCOME IN JAPAN. DESPITE LOSS OF NATURAL GAS DEAL, MANY JAPANESE FIRMS VERY INTERESTED IN JOINT REFINERY PROJECT WITH IRAN (REFTELS B AND C) AND WILL BE SEEKING TO STRENGTHEN THEIR POSITION VIS-A-VIS OTHER JAPANESE FIRMS DURING TALKS WITH EGBAL.
INGERSOL

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